



Demo Bank N.A

GPI Payment Coverage

Business Intelligence Services
Demo Version June 2017

Benefits

Gain recommendations in order to prioritise the implementation of gpi

Provides insight to the gpi readiness of your correspondents

Provides insight on the benefits of end to end tracking

Provides insight on your activity share and market readiness

* **Standard Package**

* **Optional package**



Executive summary

- Analyse your gpi reach per correspondent and per currency
- Get a summary of the main corridors, currencies, and correspondents

Market Analysis*

- **Currency landscape ID card** Analyse your activity share per currency
- **Competitive landscape ID card** Assess the gpi market readiness and gpi reach of the market's correspondents

Payment landscape ID Card - High level analysis

Provides an overview on your payment landscape per BIC8:

- Volumes sent & received
- Top 2 currencies
- Top 5 correspondents
- Top 10 agents (Initial ordering or ultimate beneficiary)

Provides additional metrics:

- Ranking per BIC8 by country and currency for 2016
- Activity share
- Growth per currency for 2015 - 2016

gpi ID Card - Detailed analysis




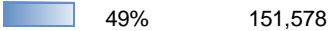








Provides an end to end view of your payments from originator to beneficiary:

- A view per top currency
- Corridors of correspondents
- Gpi versus non gpi adoption

Assumptions:

- Free Format is considered non gpi: the initial ordering / end beneficiary agent is not specified with a BIC8 (Field 52 option D and field 57 option D)
- The analysis considers that all your correspondents in the gpi enabled list will implement gpi for all their currencies

Executive summary

BIC8	Currency	Flow	Volumes	Activity share	Direct correspondent on GPI		E2E on GPI		Top 3 Correspondents		
					%	Vol	%	Vol	1	2	3
DEMOUS33	USD	Sent	912,342	21%	 87%	793,738	 25%	231,987	CORRUS3N [GPI]	BANKUS33 [GPI]	BANKGB2L [GPI]
Demo country	USD	Sent	4,344,486		 80%	3,475,589					
DEMOUS33	EUR	Sent	311,231	14%	 49%	151,578	 28%	87,000	BANKDEFF [GPI]	CORRFRPP [NON GPI]	DEMOITMM [NON GPI]
Demo country	EUR	Sent	2,223,079		 77%	1,711,771					
DEMOUS33	USD	Received	734,222	23%	 100%	734,222	 18%	131,045	CORRUS3N [GPI]	BANKUS33 [GPI]	BANKATWW [GPI]
Demo country	USD	Received	3,200,567		 56%	1,792,318					
DEMOUS33	EUR	Received	545,002	14%	 83%	451,359	 14%	76,231	BANKFR2L [GPI]	BANKES33 [GPI]	DEMOFRPP [GPI]
Demo country	EUR	Received	3,876,500		 67%	2,597,255					

As instructing party (MT 103 sent):

- USD payments will have 87% direct coverage with your correspondents whilst the Demo country market is at 80%
- EUR payments will have 49% direct coverage with your correspondents whilst the Demo country market is at 77%

As instructed party (MT 103 received):

- USD payments will have 100% direct coverage with your correspondents whilst the Demo country market is at 56%
- EUR payments will have 83% direct coverage with your correspondents whilst the Demo country market is at 67%

DEMOUS33 has on average a activity share of circa 18% for their TOP 2 currencies for in-and outbound payments.

There is already a substantial coverage for gpi by the correspondents for the Top currencies.



Market analysis

Currency landscape ID card

Facts:

- As Instructing party, the top 2 currencies (EUR and USD) represent 88% of your traffic sent
- Note: Reflect only currencies with currency share greater than 0%

Currency	Currency share	your traffic	Market traffic	Activity share
USD	66%	912,342	4,344,486	21%
EUR	22%	311,231	2,223,079	14%
GBP	12%	169,762	1,212,588	14%

Facts:

- As Instructed party, the top 2 currencies (USD and EUR) represent 82% of your traffic received
- Note: Reflect only currencies with currency share greater than 0%

Currency	Currency share	your traffic	Market traffic	Activity share
USD	47%	734,222	3,200,567	23%
EUR	35%	545,002	3,876,500	14%
GBP	19%	297,274	2,114,455	14%

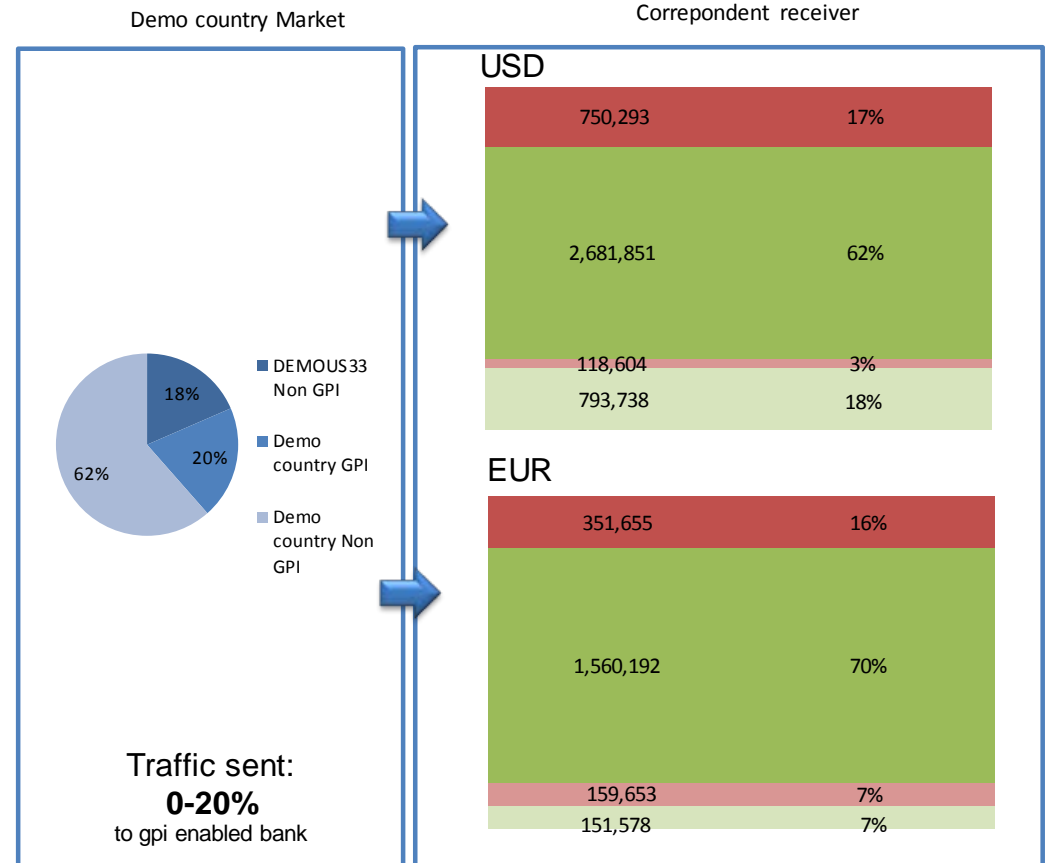


Market analysis

Competitive landscape ID card

Facts:

- Looking at the demo country market:
 - Less than 20% (based on volumes sent and DEMOUS33 not included) of the demo country market are gpi enabled.
 - At least 80% of the demo country market is not gpi enabled.
- Looking at the correspondents:
 - For USD: 80% of the outgoing traffic for the demo country market will be gpi enabled
 - For EUR: 77% of the outgoing traffic for the Demo country market will be gpi enabled



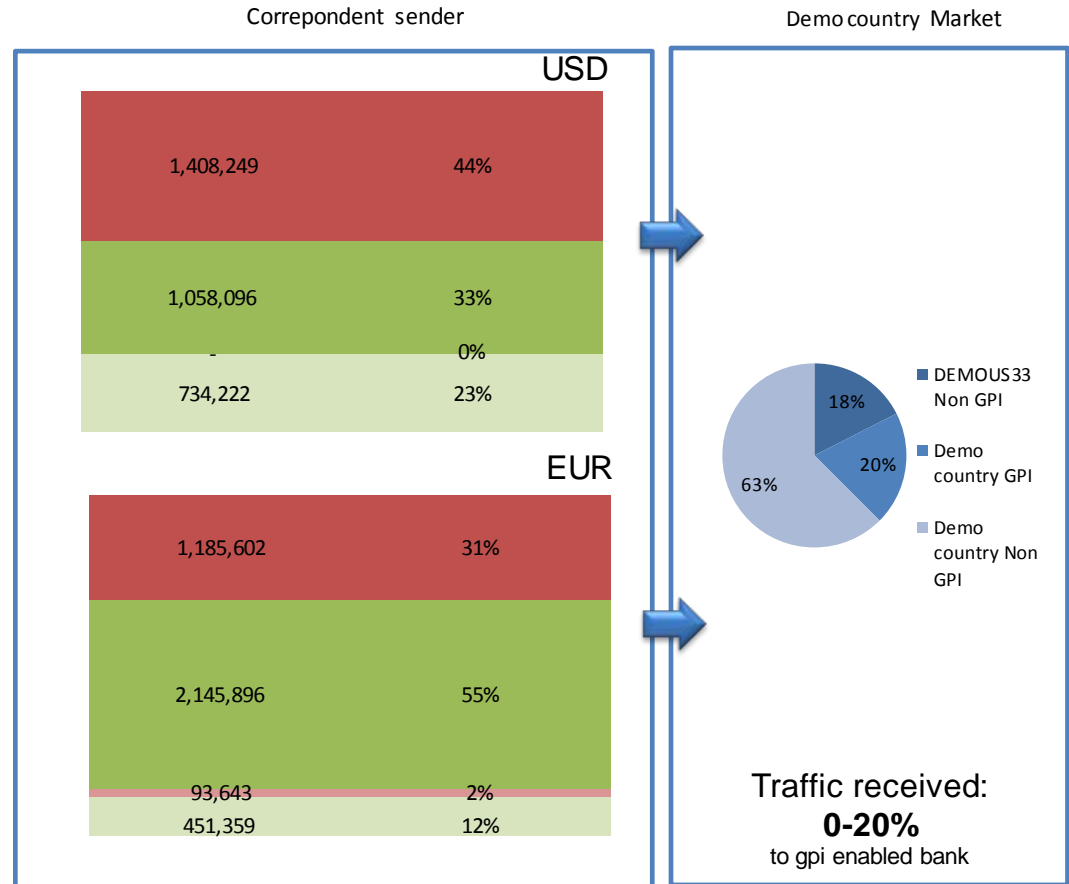
■ DEMOUS33 GPI ■ DEMOUS33 Non GPI ■ Market GPI ■ Market Non GPI

Market analysis

Competitive landscape ID card

Facts:

- Looking at the Demo country market:
 - Less than 20% (based on volumes received and DEMOUS33 not included) of the Demo country market are gpi enabled.
 - At least 80% of the Demo country market is not gpi enabled.
- Looking at the correspondents:
 - For USD: 56% of the incoming traffic for the Demo country market will be gpi enabled
 - For EUR: 62% of the incoming traffic for the Demo country market will be gpi enabled



■ DEMOUS33 GPI ■ DEMOUS33 Non GPI ■ Market GPI ■ Market Non GPI



Demo Bank as Instructing party

As instructing party

Payments
landscape ID card

GPI ID card USD

GPI ID card EUR

As instructed party

Payments
landscape ID card

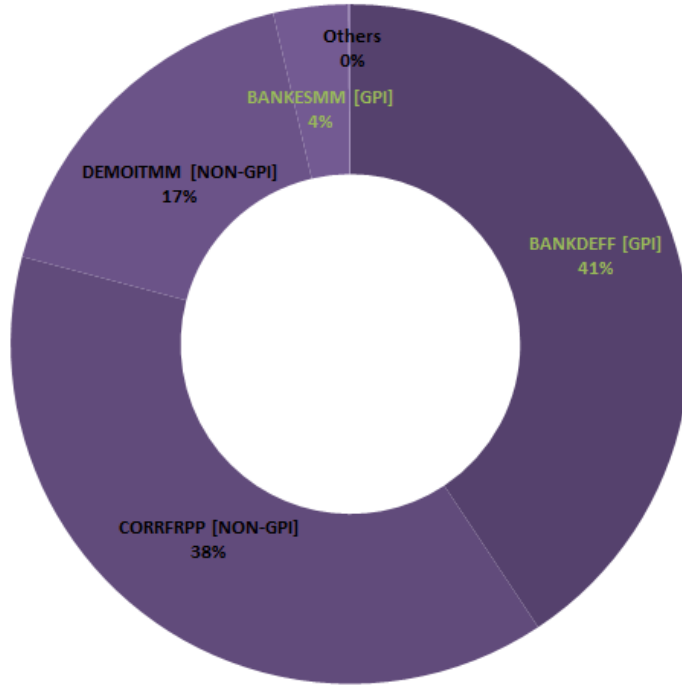
GPI ID card USD

GPI ID card EUR

Payments landscape ID card as Instructing party (MT 103 Sent) Demo Bank

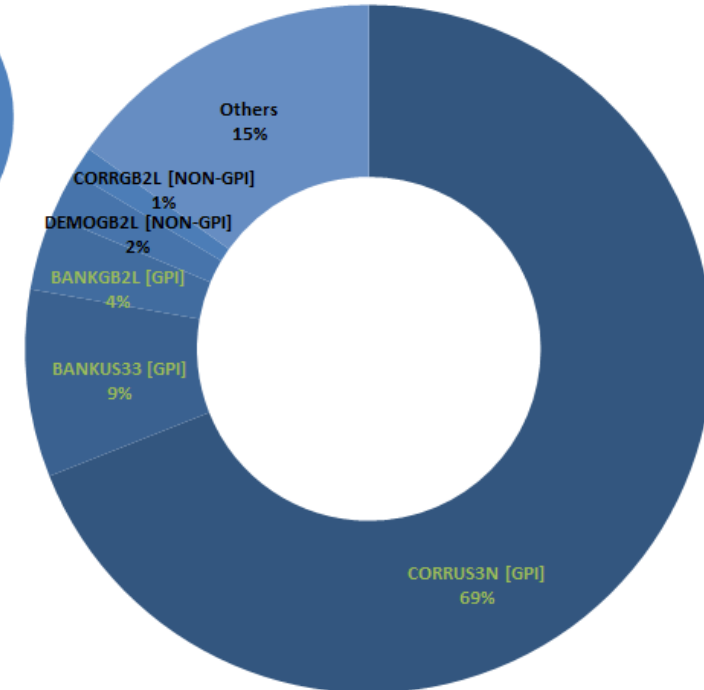
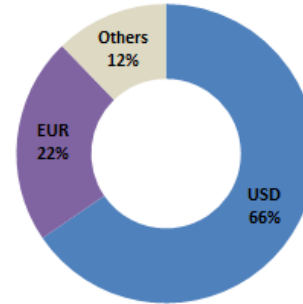
Facts:

- Close to 90% of your sending volumes in MT 103 are in USD and EUR
- Your Top 3 correspondents to whom you send USD MT 103s are all live or planned to be live on gpi, CORRUS3N being the top receiver (69%)
- Two of your Top 5 correspondents to whom you send EUR MT 103s are live or planned to be live on gpi, BANKDEFF accounting for 41%



EUR	
Country rank	3
Activity share	14%
Volume 2016	311k
Growth 2015 -2016	14%

USD	
Country rank	1
Activity share	21%
Volume 2016	912k
Growth 2015 -2016	8%



gpi ID card as Instructing party (MT 103 Sent in USD)

All Correspondents Live and/or planned in 2017/2018 (All)



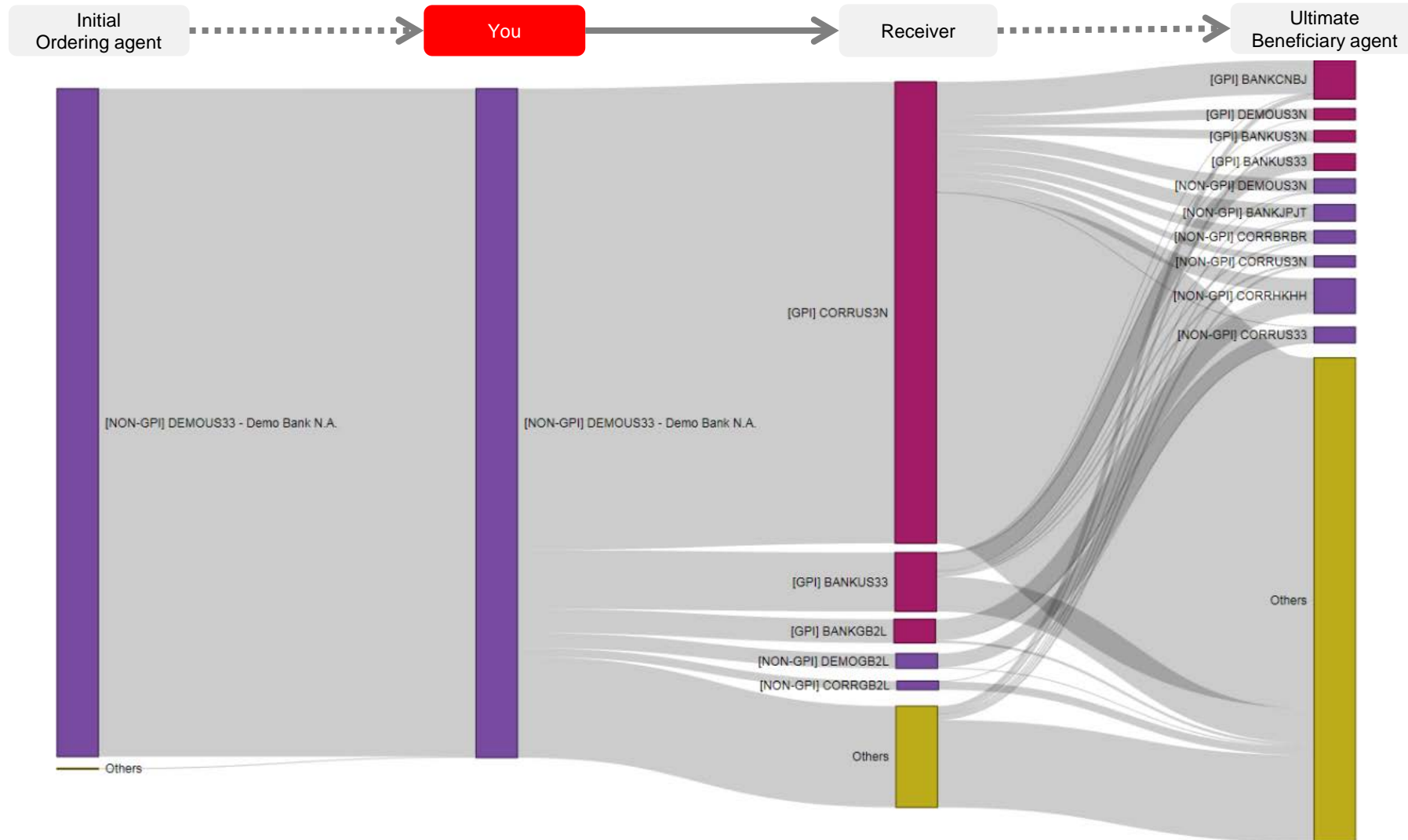
Facts:

- Close to 90% of your sent traffic in USD to your correspondents is live or will be live on gpi
- Close to 30% of your sent traffic in USD is or will be end-to-end GPI



gpi ID card as Instructing party (MT 103 Sent in USD)

Top Correspondents Live and/or planned in 2017/2018



Demo Bank as Instructed party

As instructing party

Payments
landscape ID card

GPI ID card USD

GPI ID card EUR

As instructed party

Payments
landscape ID card

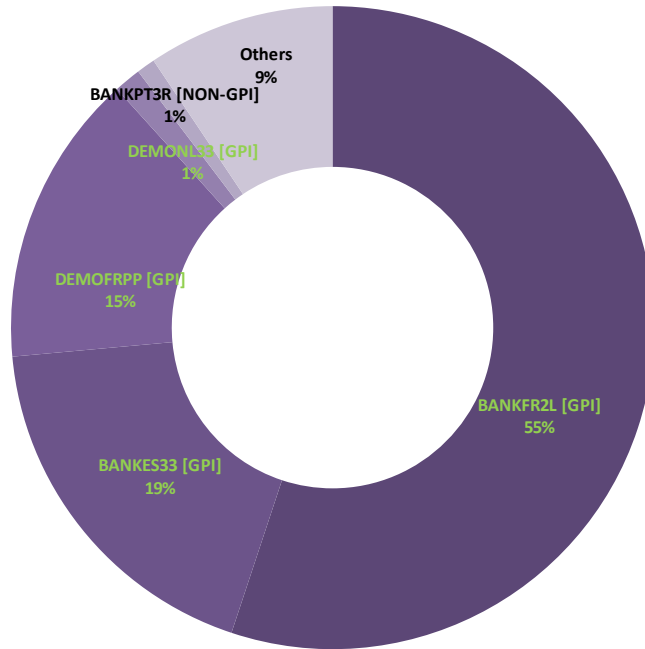
GPI ID card USD

GPI ID card EUR

Payments landscape ID card as Instructed party (MT 103 Received) Demo Bank

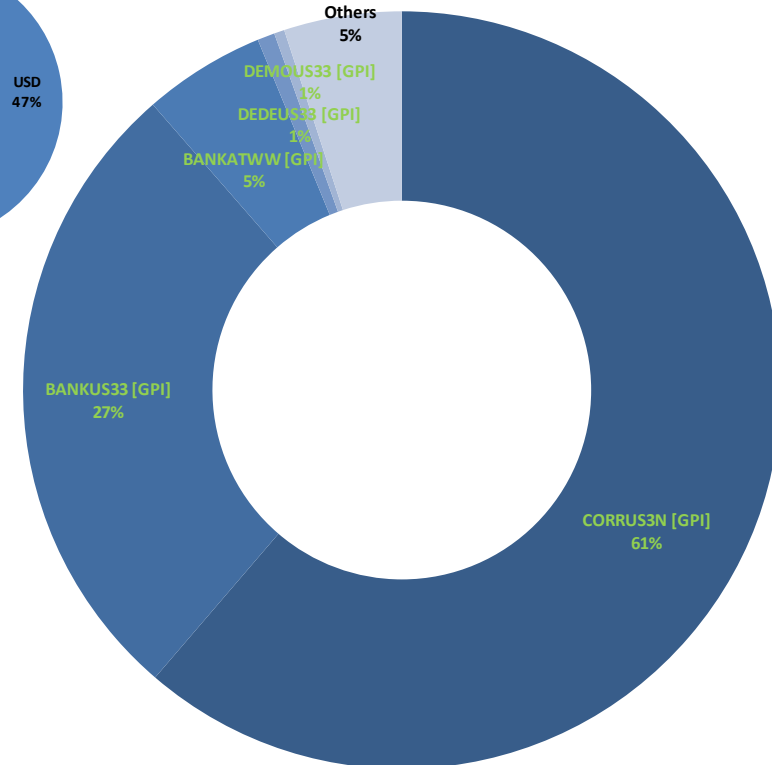
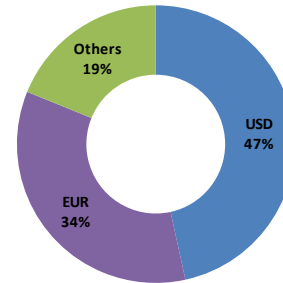
Facts:

- Close to 82% of your receiving volumes in MT 103 are in USD and EUR
- Your Top 5 correspondents from whom you receive USD MT 103s are live or planned to be live on gpi, CORRUS3N being the top sender (61%)
- Four of your Top 5 correspondents from whom you receive EUR MT 103s are live or planned to be live on gpi, BANKFR2L accounting for 55%



EUR	
Country rank	2
Activity share	14%
Volume 2016	545k
Growth 2015 -2016	0%

USD	
Country rank	2
Activity share	23%
Volume 2016	734k
Growth 2015 -2016	-6%



gpi ID card as Instructed party (MT 103 Received in USD)

All Correspondents Live and/or planned in 2017/2018 (All)

Facts:

- All your received traffic in USD from your correspondents are live or will be live on gpi
- Close to 20% of your received traffic in USD is or will be end-to-end GPI





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